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AND ESSENTIAL OIL REVIEW

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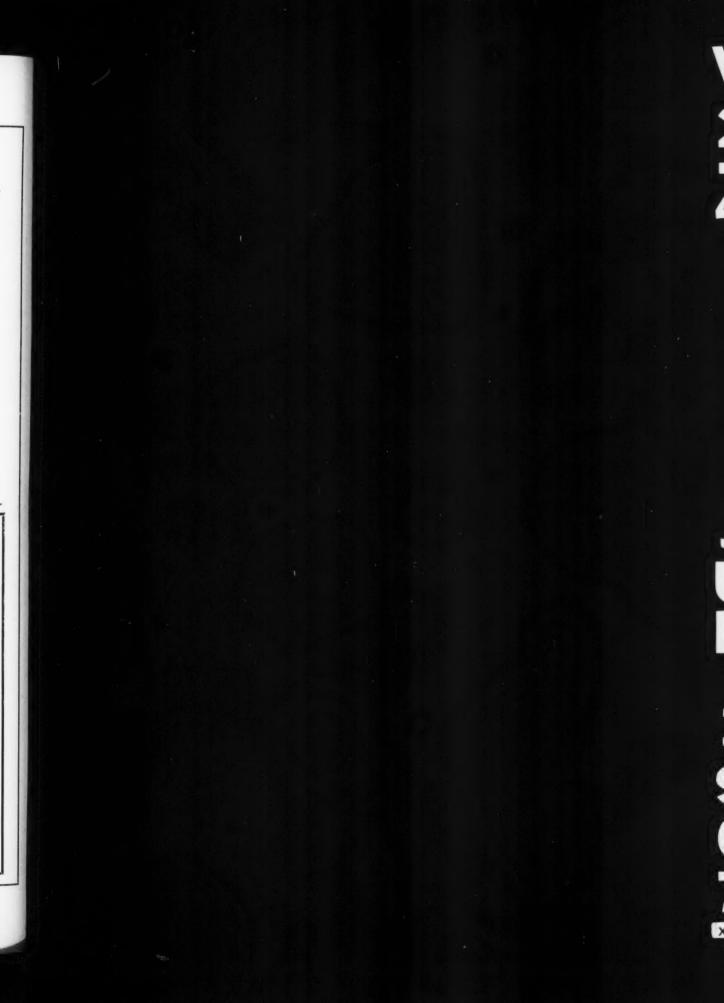
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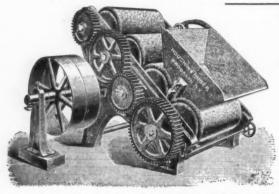
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ESTABLISHED 189

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AND

### ESSENTIAL OIL REVIEW

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NEW YORK, JUNE, 1907.

Vol. II. No. 4.

### THE AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW
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### THE MANUFACTURING PERFUMERS' ASSO-CIATION IN NORTH DAKOTA.

In another part of this issue we report some of the action of the Manufacturing Perfumers' Association in connection with the law of North Dakota as applied to perfumes. The reply of the Commissioner of that State affords considerable food for thought. He says, in effect, "If you do not like our laws and therefore withdraw from this market there are other merchants who will take your place." It is true that the Association represents a large number of the most prominent manufacturers of perfumery in the United States, but it does not count all among its number by any means. The action of the Association is therefore all the more surprising, for, although the trade of North Dakota be not tremendous, it is quite a question whether all the members will be glad to leave that field entirely in the hands of their more yielding competitors.

When the answer of the Commissioner of that State is considered it will be seen that he is by no means unreasonable, insisting merely that the spirit of the law be observed, and stating his willingness to yield all minor noints.

Since the use of stickers would meet all requirements, it does not seem a tremendous sacrifice of any great principle to use the stickers demanded, and continue to hold the trade of this little State.

The amount of business done there now may not be very extensive, but it may grow and it is not good business to neglect the small customer of to-day, for he may be the large one of to-morrow. It is not too late for the Executive Committee of the Association to reconsider its action and suggest to its members that, in view of the fair answer of the Commissioner, the law be complied with and this market be preserved for those who desire to ship to that State.

In fact, if such action is not taken we doubt whether all the members of the Association will be guided by the action of the Officers, and they will continue to do business in North Dakota in accordance with the law of that State.

### ADVERTISING AND THE GUARANTY.

The Board of Food and Drug Inspection has issued a decision under date of May 25th, which will find the hearty approval of all but the fakirs. There it is stated: "The misuse of the serial number is a misrepresentation, and in each case of such an abuse the serial number will be withdrawn and the guaranty returned after proper notice." A very flagrant misuse of the serial number by at least one soap advertiser is thus stopped. The decision goes further: "The attachment of the serial number or guaranty to articles which are not foods or drugs is also regarded as a misrepresentation on which a similar action will be based." This is a matter that will interest a very large number of manufacturers who have hitherto attached the serial number to all goods made by them, whether coming under the law or not. This was not done with any purpose to deceive, but because many jobbers insisted upon having the guaranty on all goods bought, whether the law applied to them or not, and the manufacturer pleased his customers by attaching the serial number.

The results of this decision are far-reaching and may lead to endless complications. Being unaware that any such decision would be rendered, some perfumers, who also manufacture flavoring extracts, coming under the food provisions, and bay rum, coming under the drug provisions, have placed the serial numbers assigned to them upon all their labels, including perfumery, and now all this must be altered again.

Is not the Board of Inspection requiring a little more than is fair? Do they not insist that each manufacturer must classify all of his goods in three divisions—food products, drug products, and those belonging to neither a class?

Has it not been decided that food products like flavoring extracts do not require statement of proportion of alcohol, and this after many manufacturers had printed labels bearing this specification? Are the members of the Federal Board not hampering legitimate business unnecessarily when they force these fine distinctions upon manufacturers who are not scientists?

It is right and just that the advertising of the guaranty as if it were the assurance of the Government as to purity should be stopped, but that a manufacturer who makes some goods coming under the law cannot adopt a uniform label bearing his serial number for all his goods seems to us rather a hardship.

If this board is to insist upon the limitation as announced in F. I. D.-70, it will be necessary for these gentlemen to issue-lists of all products coming under the law, or any manufacturer may justifiably plead "ignorance of the fact."

### BAY RUM AND COLOGNE DRUGS?

Elsewhere in this number of our Review we print the official opinions of the Federal authorities upon the classification of Bay Rum and Eau de Cologne as Drugs. The line of reasoning by which these gentlemen reach this sage conclusion will be enything but convincing to those who have studied these products.

The simple accident that both of these articles appear in the appendix to the National Formulary has little bearing upon the question. The fact, as every one knows, is that no medical properties can be justly attributed to these products, and therefore the classification of these as drugs borders upon the ridiculous. That they affect the human system more or less does not make them drugs, for all perfumes affect the system of the inhaler in some way, but these are declared absolutely outside of the Pure Food and Drugs Act.

Why not add water to the list of drugs, for it is used as a therapeutic by physicians of high standing?

Confusion worse confounded is all that can be said about the rulings of the Commission in this particular. One moment a product like Bay Rum is a drug for the purpose of the Pure Food and Drugs Act, and then it is not a drug for the purpose of collecting the Internal Revenue tax. What a reculiar position for any child—it is called Johnny Cecilia—and you cannot tell from the name whether it is a boy or a girl. Call in the doctors, and one says it is a boy, the other says it is a girl—yet it may not well be both.

Bay Rum is either a drug or not a drug, and the authorities at Washington may have to call in President Roosevelt to decide—for, of course, he knows.

Meantime the business man, who is willing to live up to the law, does not know "where he is at," and no matter what he does he is wrong.

### JUST AS GOOD.

The salesman of "Just as good" stamps himself a fraud and deceiver. If his product were just as good as the other with which it is compared, why does he not make his own market, fairly and honestly? Public opinion is being stirred by agitation in magazines and newspapers against the sellers of substitutes, on material as well as moral grounds, and with such good effect that independence is being forced upon the unscrupulous, even against their wills.

In the manufacture of Perfumes, Soaps and Extracts the evil of the substituter has long been rampant. He comes to the manufacturer and offers him some cheap excuse for a genuine product, and the manufacturer, beguiled by the price, tries the substitute, only to ruin his material.

In no respect has this been more practiced than in the matter of artificial products. When a perfumer has secured a fine floral effect by the use of a clean, well-finished chemical addition to his formula, is it not the height of folly for him to be misled into using something else offered him as "Just as good," risking the loss of business, the ruin of his reputation?

The imitator is generally a fraud, and the substitutor is one grade lower than the imitator, attempting to steal the reputation of another, and not hesitating to harm his customer, so that he may purloin a few cents.

### A TEMPEST IN A TEA-POT.

The report published in our last issue that Gilbert M. Dame, of the Michigan Dairy and Food Commission, had attacked the products of some several houses of high standing, has been carefully investigated by us.

When written to, Mr. Dame, who, by the way, is only an inspector, and not one of the Commissioners of the State, denied that he had mentioned any houses by name in his Grand Rapids address, but that he had merely referred to "some mail-order houses."

Messrs. Sears, Roebuck & Co. have utterly denied shipping any goods not up to standard, and have brought Mr. Dame to his knees.

The Larkin Co. makes a similar denial, so this ends the little tempest so far as we are concerned.

It is a pity that the Pure Food Law should be administered by those who are not more careful in doing justice to responsible houses of standing. We believe that suits for libel would lie against such persons, and that it is the duty of these concerns to defend their goods by the law.

The expiration of the fundamental Ionone patents in Germany has aroused considerable interest in the trade. What the different views are concerning the possible results will be presented later.

According to the latest advices, the Bay Rum suit will be taken to the Court of Appeals by the solicitor of Internal Revenue. It is stated that the Government officials have little confidence in being sustained, but why then go any further?

The health of Mr. W. P. Ungerer is reported considerably improved, although he is not yet entirely recovered. Notwithstanding his advanced age it is hoped that he will soon be altogether well.



STURGIS COFFIN.

The numerous friends of Mr. Sturgis Coffin were inexpressibly shocked last Saturday morning to learn of his death in New Canaan, Conn. He had been living there since his withdrawal from the firm of Ladd & Coffin, which followed soon after the death of his daughter about two years ago. Those who attended the recent convention of the Manufacturing Perfumers' Association will remember having seen Mr. Coffin at the opening session. His photograph, which we reproduce herewith, is a most excellent likeness, but a more recent photograph is that in the group reproduced on page 30 of our April issue. Mr. Coffin was in his sixty-fourth year, and had been connected with the perfume industry since 1872. The funeral took place Monday, June 17th, 2:30 P. M., at the home of Mr. Ladd, 246 Henry street, Brooklyn.

The beginnings of the firm of Ladd & Coffin date back to 1870, when Mr. J. M. Lundborg met Mr. Richard D. Young, and established the firm of Young & Lundborg in Vesey street.

In 1872 Mr. Ladd, who had been salesman for Colgate & Co., acquired an interest in the firm, who then moved to the corner of Barclay and Church streets, where they are still. Later Mr. Coffin, whose sister Mr. Ladd had married, bought out Mr. Young, and formed the firm of l.add & Coffin.

About two years ago Mr. Coffin's daughter died, and her loss was a sad blow to him. He seemed never to have recovered from the blow, and in January, 1906, he retired from the firm. In paying personal tribute to Mr. Coffin, Mr. Theodore Ricksecker, President of the M. P. A., said: "I feel that I have lost a friend—a broad-minded man of such character and habits that endeared him to all."

Mr. D. H. McConnell, of the California Perfume Co., sailed recently for the other side. He will make an automobile tour of the Continent.



BY SAMUEL E. DARBY, ESQ., NEW YORK.

When a manufacturer or dealer adopts and uses a distinguishing mark or name in connection with the goods or products manufactured or sold by him whereby such goods or products are distinguished from those of similar character manufactured or sold by others, he acquires a property right, the value and importance of which cannot often be accurately measured. This property right is intangible, but it possesses well-defined characteristics, and is subject to well-established rules of application, and the Courts are not slow to enforce and to compel recognition of it.

While property in trade-marks and trade names is one of the most universal forms of property in the world of commerce, its nature and scope is probably least understood by even those who enjoy and utilize its benefits.

This form of property may be said to be the result of commercial development, and consequently, in this country at least, is of comparatively modern recognition, but has contributed immeasurably to the remarkable business and commercial development which has taken place within the past fifty years.

The earliest trade-mark litigation of which there is any record appears to have been during the reign of Queen Elizabeth in England. The reports of this litigation vary somewhat in the details. One account is as follows:

"Doderidge cited a case to be adjudged (33 Elizabeth) in the common pleas: A clothier of Gloucestershire sold very good cloth, so that, in London, if they saw any cloth of his mark they would buy it without searching thereof, and another made ill cloth, put his mark upon it without his privity, and an action upon the case was brought by him who bought the cloth for this deceit, and adjudged maintainable."

Another report of this same case is as follows:

"Doderidge said that (22 Eliz.) an action upon the case was brought in the common pleas by a clothier; that whereas he had gained great reputation for his making of his cloth, by reason whereof he had great utterance to his great benefit and profit, and that he used to set his mark to his cloth, whereby it should be known to be his cloth, and another clothier, perceiving it, used the same mark to his ill-made cloth on purpose to deceive him, and it was resolved that the action did well lie."

This case illustrates the fundamental principles of trademark property rights and those principles are just as applicable to this species of property of to-day as they were in the reign of Elizabeth of England.

Careful analysis of this English case, and the line of judicial interpretations which have followed it, gives a clear insight into the nature and scope of trade-mark property, and the principles underlying it, and from such analysis well-established rules which govern this class of property are deduced.

A trade-mark may be defined to be a sign, symbol, mark, figure, picture, device, numeral, letter, word, name or combination of any of these, used by a manufacturer, producer or vendor of an article of commerce, and indicating primarily, either of its own meaning or by association, the origin, or ownership, or place of manufacture, production or sale of the article to which it is applied. It is a notice indicating origin. It cannot exist, that is, be the subject of ownership, apart from a business or the good will thereof. It must be so clear and well-defined as to give notice to others of the origin or ownership of the article to which it is applied. It is a right that can only be tested by its violation. It acknowledges no territorial boundaries, and is not limited as to time. It is a right that must be exclusive in the proprietor, either individually or jointly with others. It is in a sense the proprietor's commercial signature. It brings the seller and the buyer together, that the one may find a market for his wares, and the other obtain the particular goods the reputation of which has won his confidence. It performs the double function of protecting the manufacturer and securing to him who by his industry, effort and expense has brought into the market a superior article of commerce or merchandise, the fruits of his efforts, industry and expense, and in the second place, it protects the community and the purchasing public from imposition and furnishes a guaranty that an article purchased as the manufacture of one whose trade-mark it bears is genuine.

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The right to a trade-mark and to a property right therein is not confined to individuals. A corporation, a firm or an association may acquire such rights.

The use of a trade-mark in order to confer a property right must be an exclusive use. That is, the mark must be one which has not been previously appropriated by another person, firm, corporation or association for the same or a similar line or class of goods.

Protection of trade-mark rights by the courts does not depend entirely upon the rights of the proprietor or the owner of the trade-mark. The purchasing public is also entitled to protection. Thus, in one account of the English case referred to, it was the purchaser of the cloth under the simulated mark who brought the suit for the deceit.

A trade-mark or a trade name, however exclusive the rights thereto may be, gives no exclusive right to make or sell the article bearing it. The article itself may be open to the manufacture or sale of anyone. The trade-mark prevents others from selling under the distinctive trade name which has been applied. Anyone else may or may not have the right to sell the same article under any other name according as such article may or may not be patented. But any other name must be so dissimilar to the one previously adopted and used, as not to be calculated to deceive the purchasing public using ordinary care

and precaution. The principle is that one cannot so closely simulate the trade-mark of another as to appropriate to himself any advantage in the selling of the article due to to the prior adoption and use of the name by such other. Protection of trade-marks, therefore, promotes honesty and fair dealing.

The right to a trade-mark, and the property right thereby created, begins with the actual adoption and use of the mark in trade. It is not sufficient to merely coin a word or to devise or invent a name or a phrase for use. It must be actually applied to the goods and the goods sold or offered for sale with the mark applied thereto. It has no existence as a property right until actually used in connection with the article of merchandise to which it is applied.

When the property in or right to a trade-mark is once acquired, its enjoyment does not depend upon statutory enactment, but it is recognized and enforced by the courts irrespective of any statute, Federal or State. This is what is known as the Common Law right, and this right is just as complete and absolute as if there were no statute law respecting this subject.

No rule can be stated as to what is or what is not a valid trade-mark. It must point, primarily, to the origin or ownership of the article to which it is applied. It must be actually used and applied to the article, and the right to its use must be exclusive, that is, the proprietor or owner thereof must have been the first to adopt and use it in connection with articles of commerce of the particular class to which the mark has been applied by him, and no other person, firm, corporation or association should have an equal right to its use. These are the three general tests which must be applied.

It must not denote merely grade or quality of the article, for otherwise others manufacturing the same grade or quality would have an equal right to its use and the use would not be exclusive.

It must not be merely geographical, for otherwise others could with equal truth use it, thereby destroying the requisite of exclusiveness.

It must not be deceptive nor merely descriptive. These are the general principles of the law governing trade-marks, and they are easily and readily applied in most cases where trade-mark rights are involved.

### (To be continued.)

E. C. Thompson, of Long Branch, N. J., and W. L. Cummings, of Unadilla Forks, N. Y., are organizing a company to conduct a mail-order factory in Long Branch, N. J. The company propose to manufacture medical and toilet articles, perfumes, scaps, flavoring extracts, and will also import direct from the source of supply coffees, teas, spices and cocoa. The first factory will be a two-story building 50 x 100 feet, to be erected on the east side of the property, leaving the remainder adjoining the railroad for a larger factory when the business warrants it.

Messrs. Innis, Speiden & Co., of New York, have opened a Western branch office at No. 196 Michigan St., Chicago, Ill., with Mr. W. C. Brown as manager. All patrons of the firm in that territory will receive prompt and courteous attention.

### SCHIMMEL'S BERICHT.

The very interesting issue of Schimmel's (Fritzsche Bros.) Bericht for April has appeared in German; the English edition being just delivered here.

It is the usual scholarly review of conditions that is expected from this source. There are the latest reports as to the volatile oils, common and extraordinary, for the chemists of this house are always eager to test and examine novel products presented to them and ascertain their practical value.

The report on the Messina oils is especially full and illuminative, explaining that it is not only the Syndicates which are responsible for the great increase in the price of Oil Bergamot, but that there has been an actual shortage in the production of this oil.

As to Oil Cassia it seems uncertain whether the rise in price has been due to scarcity or speculation, but pure oil has been very difficult to obtain.

The high price of Oil Citronella is attributed to the fact that production in Ceylon has not kept pace with the demand, so the rise was natural. There is an interesting discussion of the peculiar Oil Geranium situation, covering all the different varieties of this oil, and valuable statistics.

The constant rise in the price of Oil Camphor is demonstrated by the record from 1898 to 1907, showing that heavy oil has increased 150% in that period, and holding out little hope of any improvement in conditions.

There is a most interesting summary of the latest investigations concerning Terpenes and their derivates, which we commend to the careful consideration of our readers. The *Bericht* is always valuable and worthy of close study.

We have received from the Standard Book Company, Limited, Newark, N, J., a copy of the "Dry Goods Trade Directory of the United States," including the department stores. This directory comprises the retail dry goods trade of the United States, rated by the mercantile agencies at \$1,000 and over. The list contains over 20,000 names, with commercial ratings. The latter are not intended for use in any way as a credit Basis, but merely to facilitate selection where circulars, price lists or salesmen's routes are intended to be confined to special as well as the general trade.

The good feature of the directory is that all department stores are indicated, so that manufacturers of perfumery can make up a suitable list of such stores for their circular work, salesmen, etc. The book contains 500 pages, is 5½ x 6½ inches, and is durably bound in flexible morocco. It sells for \$5.00 and copies may be obtained by remitting direct to the publishers or to us.

# PETROLATUM, LANOLIN, GLYCERINE AND THEIR USES FOR COSMETICS.

(Concluded from April Number.)

While petrolatum and Lanolin are used chiefly in the pharmaceutical-cosmetic branches, this is not at all the case with glycerine.

As seven ancient cities fought for the honor of having been the home of Homer, so seven and more factories of our day strive as to which shall make the greatest use of

Glycerine is one of the by-products in the manufacture of soaps and stearine, but for many centuries no one suspected the great value of the underlying bodies, which were simply considered superfluous, and necessary to be rid of. Even a few years ago it was the custom in Berlin for the soap manufacturers to give gratis buckets of lye containing crude glycerine to the women who bought large quantitities of soap from them.

This continued, even after Glycerine had been scientifically found, but had not yet been utilized commercially. But when about the middle of the Nineteenth Century the great value of glycerine was found out and its use was ascertained, with lightning-like rapidity it took its place in many fields, and it was regarded as fortunate that its sources were not easily exhausted. The necessity to work without glycerine would bring about a crisis in many industries now.

Even Cosmetics would hardly get along without these very useful bodies, which serve them in so many ways.

Since glycerine is a constituent of all animal fats its beneficial action upon the skin does not seem strange. Like lanolin it penetrates the skin easily, and because it does not dry, keeps the skin moist. Precisely because of this non-drying quality Glycerine is very valuable for many industries. Besides, glycerine is very hygroscopic, i. e., it absorbs moisture freely, taking up more than 100% of its own weight of water. This property must be carefully considered in Cosmetics. Glycerine absorbs moisture not only from the air, but also from all other water about it. If, then, pure glycerine be applied to the dry skin it will inevitably burn and itch the skin from which it draws out the moisture.

Therefore it is absolutely necessary to use it for the skin only when diluted with water, as otherwise, instead of making the skin soft and moist it will make it raw and dry. Consequently, excessive care must be exercised to use glycerine only in diluted form.

When so used it is soothing and cooling, and may be applied in cases of burns.

Glycerine also shares with lanolin the property of being easily absorbed by the skin. Can we therefore use one for the other indiscriminately? By no means. Some persons (brunettes) have fatty skins; others (blondes) have hard, dry skins. For the former, in case of slight skin troubles lanolin would be very bad, while for the

latter it would be excellent. It is indisputable that lanolin is preferable to glycerine for the skin in most cases.

Besides it is becoming the usual practice to substitute a preparation of glycerine for the pure glycerine. Glycerine creams especially enjoy an ever-increasing popularity.

As a matter of fact these toilet creams are very valuable. Many of these are made with a combination of some mucilaginous material, which not only increases the power of the glycerine, but at the same time makes it better fitted for use, as it is thinned to the proper consistency.

Even a very much neglected, raw and reddened skin can be brought back to normal beauty and condition by the use of these creams. The first of this kind of creams was the English Honey Jelly. We now find a large number of glycerine creams on the German market, inferior in no respect to the English make. As mucilaginous element use is made of gelatine, tragacanth, linseed, isinglass, quinceseed and Irish Moss.

From our experiments it seemed that the last mentioned was the most useful.

The preparations designed more for heightening the beauty of the skin, modelled after the French, find a ready acceptance. Many women who would not think of painting their faces, use these preparations which give the skin a peculiar paleness. The added element which accomplishes this end is oxide of zinc, but it must be freshly prepared, as it is apt to be lumpy, although well mixed in a mortar.

If the action of this cream is to be increased, it should be mixed with slightly warmed water, and then rubbed into the skin. It is astonishing how much is thus absorbed and how quickly it heals.

A very valuable preparation for the skin is glycerine when scientifically combined with soap.

Prof. v. Hebra called attention to this fact many years ago, but little heed was paid to his suggestion.

If equal parts of water and glycerine be warmed in a water-bath, an almost unlimited quantity of soap can be dissolved in it. The preparation will be more or less solid, according to the quantity of soap added.

If from 5 to 10% of soap be added the result is a compound that melts easily on the warm skin and is easily absorbed. The only defect in this preparation is that it absorbs moisture from the air. It is therefore out of the question for open containers, but especially well adapted for putting into tubes. It is absolutely necessary to use a thoroughly neutral soap, so that when applied to the tenderest skin it will not itch or burn. This preparation should be tastily and judiciously perfumed.

Glycerine being soluble in spirits as well as water, its use in all cosmetics, no matter what their bases, is made very easy. When a manufacturer is sorely puzzled how to make a clear hair tonic, that shall contain only 50% or less of spirits, but should also contain oil, which would be apt to cloud, he can hardly make any mistake if he substitute glycerine for some of the fats. In fact, although glycerine is not a fat, it is one of the constituents of oils, and the public even speaks of "glycerine oil."

Besides glycerine is of limited value for hair tonics. Some authorities hold it even harmful. It is, however, of special value for making tooth-pastes and creams. According to our view it is the only substance which will remain unchanged in a tooth-paste for years.

In conclusion it may be asked, in order that all doubts be dispelled, if it is not possible to combine all three substances and apply them to the skin, and thus produce a good preparation. There is indeed a preparation of this kind.

Prof. Lassar, one of the leading authorities on the skin, prescribes a salve of equal parts of lanolin, petrolatum and glycerine, which is most excellent.

Hand-Salve (Lassar).

100 g Petrolatum
100 " anhydrous lanolin
100 " Glycerine (28 Bé.).

The lanolin and glycerine is rubbed up well together, the melted petrolatum being added gradually.—Der Parfumeur, Berlin.

### THE M. P. A. AND THE DRUG LAWS.

The Executive Board of the Manufacturing Perfumers' Association of the United States has been most active during the last two months in connection with the Pure Food Law. We present here some salient extracts from its correspondence, which we think will prove of general interest.

First is an extract from the letter transmitting copies of the correspondence with Dr. Wiley and with Mr. E. F. Ladd, Food Commissioner of North Dakota; then follow in order (2) the letter to Dr. Wiley, (3) ( his reply, (4) the letter to Mr. Ladd, (5) the replies of Mr. Ladd.

We commend them to the careful perusal of our readers, especially in connection with our editorial on the subject.

(1) Enclosed you will find copy of a letter mailed under date of April 29th to Mr. Ladd, of North Dakota, in regard to the new Pure Food Law of North Dakota. I also enclose a copy of Mr. Ladd's reply to Mr. Ricksecker. These two letters explain themselves. I would suggest that you write to Mr. Ladd for a copy of their new Pure Food Law.

You will also find enclosed a copy of a letter written by me to Dr. Wiley relative to the National Pure Food Law, and also copy of Dr. Wiley's reply to said letter. Let me offer a word of explanation in regard to this letter from Dr. Wiley. You will notice in my letter to him I inquired specially for information regarding the labeling of goods affected by the Fure Food Law. In his reply he makes reference as follows: "the per cent. of alcohol contained in any of your preparations," etc. This refers of course to such preparations as are affected by the Pure Food Law and should not be construed to include perfumes or toilet waters, but only such preparations as contain

alcohol and are used for medicinal purposes, such as hair tonic, bay rum, essence of wintergreen, essence of peppermint, extract of Jamaica ginger, etc.

(2) In selecting designs for lithography and arranging wording on labels for goods manufactured by us affected by this Pure Food Law, we ask:

First.—Must all the text of the guarantee be printed on the label if the guarantee is used, or will it suffice to use simply the words, "Serial Number," then following the number?

Second.—Whether the Serial Number alone or the full text of the guarantee be used, must the same appear in a designated place upon the label or may it not be attached by a special label to the bottle or package in such manner as not to disfigure the package or the design of the label? In other words, cannot we use a special label and not disfigure our regular label?

(3) In reply to your favor of April 22nd, I desire to state that it is not necessary for the manufacturer to incorporate in the principal label the serial number together with the guarantee legend. This information can be attached to any part of the bottle, package or carton the manufacturer desires to select. If a serial number is used, it should be accompanied with the entire guarantee legend and not simply the words "Serial Number" followed with the number itself. The per cent. of alcohol present in any of your preparations should be given on the principal label directly under the name of the product. So far as we know at present, the quantity of alcohol present in your preparations is the only ingredient required by the law to appear upon the principal label.

(4) The Executive Board of the Manufacturing Perfumers' Association at a meeting held April 25th in New York City, went over very carefully your new Food and Drug Law, which we understand went into effect the 13th of March, with a view of ascertaining, is possible, how the members of our Association could best carry out the full requirements of this law.

After a thorough discussion it seemed to us that there is only one way for us as Manufacturing Perfumers to avoid violating the laws of North Dakota (let us say right here that no member of our Association has any disposition to violate any laws, either State or National), and that is to advise our members that under the existing laws, as we interpret them, we cannot ship goods into North Dakota.

The North Dakota law requires, as we interpret it, that labels upon perfumes, toilet waters and such other toilet preparations wherein alcohol is used, also carry printed on them in Gothic type upon a white background the percentage of alcohol contained in said preparations. This would necessitate our getting out new labels, at great expense and involving much time, not only for North Dakota, but for our entire line of goods no matter where they were sold, because many of us sell our goods largely through jobbers. Even if we might, perhaps, comply with the law on direct shipments from our own plant into the State, we could not guarantee that goods shipped by us as manufacturers to the jobbers in St. Paul, Minneapolis, Chicago, St. Louis, Kansas City, or any of the large jobbing cities, would not be by them reshipped into your State.

(Continued on page 79.)

# THE NATIONAL FOOD AND DRUGS ACT IN ITS RELATION TO THE TOILET GOODS INDUSTRY.\*

BY CASWELL A. MAYO, PH. G., EDITOR OF THE "AMERICAN DRUGGIST."

ARTICLES OF DOUBTFUL CLASSIFICATION.

Among the articles listed by the members there are some the classification of which could hardly be determined except by a careful examination of the package and of such advertising matter as accompanies it, for the regulations take into consideration the claim set forth in any advertising matter which may accompany a package. Such preparations the classification of which is doubtful are Janice Lotion and Hair Embrocation, Egg Shampoo, various hair oils, Cream Balm, Dog and Animal Soaps, and Complexion Soap. Not having sufficient data before me, I am unable to form an opinion on these particular articles.

### MISBRANDING.

Having considered the question of the classification of the products manufactured by the members, we may now turn to the administrative features of the act, and learn what follows when a preparation is classified as either a food or a drug. The act contemplates two forms of violation, namely, misbranding and adulteration. A drug is deemed to be misbranded if the package or label "shall bear any statement, design, or device regarding such article, or the ingredients or substances contained therein, which shall be false or misleading in any particular, and to any food or drug product which is falsely branded as to the State, Territory, or country in which it is manufactured or produced."

It is also deemed to be adulterated:

"First.—If it be an imitation of or offered for sale under the name of another article.

"Second.—If the contents of the package as originally put up shall have been removed, in whole or in part, and other contents shall have been placed in such package, or if the package fail to bear a statement on the label of the quantity or proportion of any alcohol, morphine, opium, cocaine, bercin, alpha or beta cocaine, choloroform, cannabis indica, chloral hydrate, or acetanilide, or any derivative or preparation of any such substances contained therein."

A food is deemed misbranded under various circumstances, but the only forms of misbranding which probably interest the members of the association are:

"FIRST.—If it be an imitation of or offered for sale under the distinctive name of another article.

"Second.—If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so.

"Third.—If in package form, and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

"FOURTH.—If the package containing it or its label shall bear any statement, design, or device regarding the in-Continued from May number. gredients or the substances contained therein, which statement, design, or device shall be false or misleading in any particular."

### ADULTERATION.

The act states that a drug shall be deemed adulterated "First, if when a drug is sold under or by a name recognized in the United States Pharmacopæia or National Formulary, it differs from the standard of strength, quality or purity, as determined by the test laid down in the United States Pharmacopæia or National Formulary official at the time of the investigation; provided that, no drug defined in the United States Pharmacopæia or National Formulary shall be deemed adulterated under this provision if the standard of strength, quality or purity be plainly stated on the bottle, box or other container thereof, although the standard may differ from that determined by the tests laid down in the United States Pharmacopæia or National Formulary. Second, if its strength or purity fall below the professed standards or quality under which it is sold."

A food is deemed adulterated under the act "First, if any substance has been mixed and packed with it so as to lower, reduce or injuriously affect its quality or strength. Second, if any substance had been substituted wholly or in part for the article. Third, if any valuable constituent of the article had been wholly or in part abstracted."

I have quoted above only such portions of the definitions as seemed possibly applicable to those lines which interest the members of the association.

### THE APPLICATION OF THE LAW.

Having now determined the classes of the article which come under the provisions of the law, and having set forth the two classes of offences—misbranding and adulteration—we shall take up the application of the law in specific cases.

BAY RUM, HAIR TONICS, LIQUID DENTIFRICES, ETC., containing alcohol must bear on the label a statement of the proportion of alcohol present expressed in percentage and printed in 8-point capitals as required in the regulation. This should be stated immediately under the title and entirely independent of any explanatory matter, thus:

Quinine Hair Tonic.

Alcohol, 20 per cent.

Chloral Hydrate, 5 grains per ounce.

(Descriptive matter, if desired, or preferably at bottom.)

Blank & Co.

Portland, Maine.

(Descriptive matter if desired.)

A hair tonic occasionaly contains chloral hydrate. I

have inserted this drug in the supposititious tonic under consideration. It must be borne in mind that the law does not require the manufacturer to divulge his formula save in so far as it applies to the drugs named in the act and their derivatives.

In the case of a quinine hair tonic there must be present a sufficient quantity of quinine to exert some therapeutic action, otherwise the preparation will come under the ban as bearing a label which is misleading. I have no doubt that there are many quinine hair tonics on the market in which the only quinine present is in the label. This question of misleading nomenclature is a very important one, and has several interesting phases, among which is its bearing on trade-mark rights, a subject which will be discussed later on. Care must be exercised by the manufacturer to avoid the use of false and misleading statements in his advertising literature, and also in the nomenclature of the articles put up by him. It has been held, for instance, by the chief of one of the bureaus that the term "hair restorer" may not be used as the name for a preparation intended for use on the scalp, as it is misleading.

### FICTITIOUS NAMES BARRED.

In so far as those preparations are concerned which are amenable to the act, the Department of Agriculture holds that care must be exercised in the choice of names so as not to convey any false or misleading impressions as to the source of origin. It is not permissible to use the term "French Hair Tonic" on goods that are made in the United States, nor is it permissible in such cases to convey the impression that a preparation is of foreign origin by having the term "sole agents" appear on the label where the name on the label is that really of the manufacturer. The intent of the law and of the authorities is to prevent any kind of misrepresentation. Where a name appears upon a label as the name of the manufacturer, there must be such a manufacturer, and he must be in fact the maker of the article so labeled. The Department will accept any form of legal entity which may be established locally. For instance, if the Solar Perfume Company is the title under which Jones & Smith trade in the city of New York, this would be accepted as a satisfactory name, provided the Solar Perfume Company complied with the local requirements as to the registration of the name of its constituent members; in other words, has a legal standing in the State in which it does business.

### THE GUARANTY.

No provision of the law has been so generally misunderstood as that which concerns the guaranty. The law and regulation provide that if a dealer sells a preparation which is in contravention of the requirements of the act, the dealer may exonerate himself from liability under the act by "establishing a guaranty." To do this he must be able to show to the authorities that the article in question was furnished to him by the manufacturer, or by some other dealer residing within the United States, under a guaranty that it complied with the requirements of the national food and drugs act. If the dealer is unable to furnish such evidence he is held individually responsible for any violation of the act entailed in the sale of the preparation in question. If he can establish this guaranty he is held guiltless, and the Government has recourse as to the guarantor. This guarantor may in turn have a guaranty from some other dealer or manufacturer, and the responsibility for the quality of the goods can thus be traced to its original source.

This guaranty can be furnished in various ways. The manufacturer may write a letter to each of his customers guaranteeing him against any prosecution arising from the failure on the part of the goods to comply with the food and drugs act; or he may print a guaranty on his invoices, or he may file a general guaranty with the Department of Agriculture, which will then assign him a serial number, and this guaranty with its serial number must, in order to be binding, be affixed to every package sent out. The apparently mandatory phrase used in the regulations concerning the affixing of this guaranty has been misunderstood. A special decision has been published (food inspection decision No. 40) explaining the meaning and purpose of the guaranty, and pointing out clearly that what is meant is that "if the dealer is to receive the protection contemplated by the guaranty" each of the articles must bear the words "guaranteed under the food and drugs act, June 30, 1906," and also the serial number assigned to the particular manufacturer or dealer in question.

The same decision directs particular attention to the fact that "nothing should be placed upon the label, or in any printed matter accompanying it, indicating that the guaranty is made by the Department of Agriculture." This latter clause in the decision has been called forth by the unjustified use which has been made of the guaranty for advertising purposes. As many of you have no doubt observed, some of the manufacturers in various lines have endeavored to create the impression in the public mind that their goods bearing the serial number assigned to the guarantor by the Department, have received the official endorsement of the United States Government-a wholly unjustified act on the part of the manufacturers. It will be, of course, impossible to prevent the public from attaching to the presence of the guaranty some such significance as this, and there is, therefore, a certain advertising value in affixing individual guaranty slips to each of the packages intended to reach the consumer. Even where the consumer is fully aware of the real significance of the guaranty, the presence of the slip is reassuring, as it gives him evidence of the willingness of the manufacturer to fully guarantee that the goods bearing such a label do conform to the United States requirements. I have, therefore, always advised manufacturers to be most liberal in their use of the guaranty slips, first making sure, of course, that the articles so labeled really do comply with the requirements both as to contents and labeling.

### THE BEARING OF THE ACT ON TRADE-MARKS.

The regulations which forbid the use of false and misleading statements on the label will have the effect of eliminating many names which have been the subject of trade-mark registration.

(To be continued.)



By JAMES E. DAVIS, DETROIT.

Thus, when Jesus was sitting at table in Bethany in the house of Simon the leper, "there came a woman having an alabaster box of cintment of spikenard, very precious, and she broke the box and poured it on his head." It appears that but one voice was raised against this gracious act—the voice of Judas.

In the Gospel of John we read: "Then took Mary a pound of ointment of spikenard, very costly, and anointed the feet of Jesus, and wiped His feet with her hair; and the house was filled with the odor of the ointment." In John, also, we learn that the practice of embalming the dead, copied from the Egyptians, was still practiced, for "after the death of Jesus, Nicodemus brought a mixture of myrrh and aloes, about an hundred pound weight. Then took they the body of Jesus and wound it in linen clothes with the spices, as the manuer of the Jews is to bury."

Perfumes were known to the Greeks from a very early period. Homer, who lived a thousand years before Christ, ascribed to them a divine origin; and Hesiod, his contemporary, approved their lavish use in the worship of the gods-of whom Greece at that time had about thirty thousand. At the fetes in honor of Minerva, at the Eleutheria celebration in the temple of Jupiter, at the Dyonisia in honor of Bacchus, as well as in the grand Eleusinian mysteries in honor of Ceres, aromatics were consumed in prodigious quantities. When the candidates in the latter mysteries had passed through the nine-day ordeal, and were admitted to where the high priest was dazzingly enthroned, they were by him made acquainted with the delights which awaited them in Elysia, the golden city with emerald ramparts, around which flowed a river of perfume, whence arose an odorous mist, which shed a fragrant and refreshing dew.

Oils scented with flowers were the first perfumes of the Greeks, but as time rolled on they acquired a knowledge of all the fragrant gums and odors in use by the Asiatic nations and Egypt. Refined and luxurious in their civilization, they used perfumes as lavishly as any nation of antiquity. Everybody used them externally, and the devotees of Bacchus internally as well, perfuming their wine. Solon issued an edict against this extravagant use of perfume; but even cynical old Diogenes did not disdain to buy an occasional jar of sweet ointment, which he applied to his feet, that the fragrance arising therefrom might envelope his entire person. At the height of her power and splendor Greece brought to her service every perfume known. Her different cities excelled in specialties. The finest extract of roses in the world was made at Cyrene. Many specialties manufactured got their names from their ingredients, as in our own day, and in some instances from their manufacturers. Socrates declined the use of perfumes-but then he also disbelieved in the bath. Perfumes came to be valued as an aid not only to beauty, but to health.

Sweet odors and flowers were employed in funeral rites; and, prefiguring our own laudable custom of decorating the graves of our fallen heroes, Alexander, when he visited Troy, crowned the monument of Achilles with floral garlands, and poured upon it the most exquisite perfumes.

Rome, the sole nation that attained the proud title of Mistress of the World, appears to have existed for centuries before developing a taste for the luxuries of civilization. Ovid informs us that

"In former times even the gods were cheaply pleased."

All this was changed, however, after the conquest of the Greek colonies in Southern Italy, and contact with Greek civilization. The Romans proved apt learners, and adopted practically everything the Greeks had, from gods to razors. Incense now burned on every altar; the bodies of the dead were cremated, and the boxes placed in funeral urns with rare perfumes. In private life perfumed ointments and oils were lavishly employed. After the conquest of Asia the extravagant use of perfumes drew forth an edict from the first Triumvirate, prohibiting the sale of exotics. But, like the Greeks, the Romans appreciated perfumes too highly to restrict themselves in any way, and their use steadily progressed until, under the Emperors, it attained an almost unheard of extravagance. Caligula reveled in odors, as did the unspeakable Nero. At one fete given by the latter the roses alone cost four million sesterces-\$1,000,000. Seutonius relates that in the dining halls of his golden palace Nero had a mechanism of ivory and silver which shed a gentle mist of perfume upon his guests. Pliny tells us that at the funeral of Nero's wife, Poppæa, more incense was consumed than Arabia could produce in ten years. In the great public baths at Rome, which rivaled palaces in their size, adornment and luxuriousness, fragrant unguents, oils and perfumes were employed by all. In the privacy of their homes the Roman women were as devoted to perfumes as the Babylonians, employing a great variety, simple and compound, and in the form of ointments, oils and powders. The use of perfumes invaded every conceivable function; even the military standards were impregnated with them; and in time they were used upon horses and dogs. Apparently the public taste could not be sated by any extravagance in odors. The receptacles for perfumes were similar to those in use in the earliest luxurious civilizations-bottles of glass, alabaster and onyx, boxes of ivory and precious metals, and, for the cheaper sorts, shells and gilded clay cones. The Roman perfumers were numerous enough to fill a prosperous quarter of the city. In Capua they had a whole street. The most celebrated in Martial's time was Cosmus. A bunch of sage hung before the door indicated their shops.

The flowers of Italy furnished many of the essences, but most of the prized ingredients were brought from Egypt and Arabia, and the rarest and most costly were freely employed. By means of the still the odorous principles were separated from the numerous perfume plants of Italy. The name "quintessence" was formerly given to these principles. Latterly they were termed "essential oils," and in modern scientific works they have become "ottos," from the Turkish word "itr," which signifies perfume or odor.

In India, a land rich in perfume plants, and where the arts of civilization have been known for ages, the taste for perfumes is pronounced and general. From the Sanscrit writers we learn that perfumes have been used for both sacred and private purposes from the earliest times. Incense and flowers figure largely in all religious ceremonies; ointments, oils and fragrant waters, in the every-day life. The Indian method of extracting the perfume of plants is by mean of the so-called sandal-wood oil, which is sweet or gingelly oil that has been employed to extract the perfume from sandal-wood. The result is a degree of heaviness, which is overpowering to the olfactories of Europeans, but which all Orientals seem to demand and enjoy. The jessamine group of plants stands first in favor, next the champa, and in third rank, the rose-our queen. In India there are scores of deliciously fragrant flowers and many fragrant leaves and roots, the odoriferous principles of which might wisely be more freely drawn upon by manufacturing perfumers generally. Moore, in Lalla Rookh, sings the praises of a portion of this flower-blessed

"Who has not heard of the Vale of Cashmere,
With its roses the brightest that earth ever gave,
Its temples, its grottoes, and fountains as clear
As the love-lighted eyes that hang over their wave?"

Cathay, China, "the flowery kingdom," might easily rival Cashmere. In this great country with its teeming millions of population, where tradition antedates most history, perfumes have been held in high esteem from remotest times, and have been employed, as to-day, in every religious and ceremonial rite. Musk is a prime favorite,the animal that produces it being found in the provinces of Mohang Mang and Mohang Vinan. Sandalwood and cedar are also highly valued as perfumes; and with patchouli and assafætida, and a few scented oils and essences, comprise the list of odoriferous substances most in use. Incense, in the form of joss-sticks and tinsel paper, is burned in enormous quantities, in the worship of ancestors and of Confucius, and in funeral rites, and tens of thousands of persons are constantly employed in its manufacture. The floral wealth of this great empire, has not as yet been drawn upon to any extent, in supplying the "outside barbarian" with perfumes.

In Japan, as in China, aromatics have always played an important part in religious and funeral rites. The fragrant woods, burned in the temples and private houses, the pomades, sachets and powders, are all in a degree similar to those of the sister nation. European essences have long been known in Japan, but the paper pocket handkerchief does not give them a field. The reawaken-

ing of Japan may result in the perfume industry being cultivated in that country, for export purposes, as the many perfume materials of the Far East, are readily available.

With the fall of the Roman Empire, the arts of civilization took refuge in Byzantium. Under the Greek Emperors, perfumes had as great a vogue as in Rome. The nearness to the great sources of supply, as well as the tastes of all classes favored this condition. The Oriental church introduced perfumes into its ceremonies, and it is said that the consumption was so large, that at one time a tract of land in Syria, ten miles square, was planted in frankincense trees, to meet the requirements of the priests. When, after centuries of glory and splendor, this empire went down before the Moslem hosts, a new civilization rose upon its ruins. The conquering Arabs inclined to science, and to them we are indebted for the processes of distillation, for alcohol, and for certain essential oils. To Avicenna, an Arabian doctor, we owe rose-water, which has ever held favor in the East. The Mohammedans generally have always exhibited a fondness for perfume. Mohammed himself set great store by it, and in the Koran promised it to all true believers, as one of the joys of Paradise. Musk has ever been a prime favorite in all Mohammedan countries, and at least two great mosques have been erected in which the mortar, impregnated with this powerful odor, still diffuses its peculiar fragrance, to the delight of all who worship therein.

The luxurious system of baths, which had distinguished the Byzantine Empire, was readily adopted by the Turks, who have made it their own, by centuries of assiduous use. Throughout the Mohammedan world to this day, the bath and perfumes continue in high favor, the women particularly, being devoted to these means of improving their health, and enhancing their charms.

In the East, the rose attains to high perfection, and its odor is in universal regard. The finest poems in the Persian language, extol its merits and beauty. Strong odors, musk and attars, appeal to all Oriental people; indeed to the inhabitants of all warm climes.

When the Christian church emerged from Pagan persecution, it adopted the use of incense, fragrant oils and ointments, in its ceremonies. Perfumed candles burned on its altars, to which flowers also lent their beauty and fragrance.

During the middle ages perfumes were so costly that their use was limited to the European courts and nobles. Strange to say, it was the Crusaders who brought perfumes into general use. Returning from the East, these devoted warriors brought home to their lady-loves quantities of the far-famed Oriental perfumes and cosmetics. Rose-water also was introduced, and was first used in the homes of the nobles, to lave the hands of guests at table-forks not coming into use until centuries later. Matilda, Queen of Henry I of England, received from France a silver peacock, the train ornamented with precious stones, which was intended to serve as a receptacle for rose-water to be thus used. An ancient chronicler records that a Duke of Bergundy had on his sideboard a statue of a nude boy, from which issued a stream of fragrant water for the same purpose.

(To be continued.)

# FLAVORING EXTRACT DEPARTMENT.

An informal meeting of the Association was held in the office of this Journal on May 28th, at 2 P. M. There were present the following members:

A. J. Bastine, Pres., Dr. T. C. Stearns, Treas., and Messrs. Internann, McConnell, Parsons, Clause and Levy.

The meeting was called to decide whether the Association cared to take any action in regard to the Merritt bill amending the Pure Food Laws of New York State. This bill proposes some much-needed changes and on the whole should be acceptable to all well-meaning manufacturers. One of its provisions is thought by many to confer on the Department of Agriculture the power to make standards. There is no question as to the need for suitable standards, but the manner in which such standards are determined should not be left to the arbitrary action of a Department. The section of the bill referred to states: "The State Department of Agriculture shall \* \* \* make such regulations \* \* \* in addition to the provisions of this article as may been necessary \* \* \* to facilitate the enforcement of this article or for the purpose of making an examination or analysis of any food. \* \* \*" The bill does not mention standards, but the usual provision regarding adulteration whereby manufacturers are prohibited from adding "any substance \* \* \* so as to reduce or lower or injuriously affect its quality or strength." This same provision exists in the present law, but the Department of Agriculture has no power to state what the strength of manufactured foods, such as extracts for instance, must be. In consequence, attention has been paid to purity only by the inspectors; and the Assistant Commission has gone so far as to say that "lemon extract" may be sold as such if it is made by mixing one drop of lemon juice to a gallon of water.

The Department has long chafed under its limitations, and the Merritt bill is largely a departmental measure designed to confer the power that the Department desires. This was explained at the meeting by the publisher of this Journal, who investigated the matter in Albany, but a majority of those present were of the opinion that the Department could not act in the manner contemplated by it, and as a result it was decided to take no action.

A member of the Association, not satisfied with the result of the meeting, wrote to Governor Hughes urging that the bill be not approved unless it were amended so that it provided for maximum standards, and for the appointment of a Standard Commission of three food chemists, one to be selected by the Association.

The principle of maximum standards is one to which we add our support, for we agree with the proposition that it is fairer for all concerned than the principle of minimum standards on which some of the present standards are based. For instance, the Federal standard for lemon extract provides that 5% of lemon oil be used, and if less appears the extract is illegal or must be sold as imitation. A maximum standard would provide that lemon extract to be sold as such, with or without the statement "Full

Strength," must contain 5% of lemon oil; but if less oil were used the extract might still be sold under its proper name as pure, provided that some qualifying word or words, such as "diluted," "not full strength," "one-half standard strength," etc., be added.

Members of the Association have received Secretary Van Skiver's recent communication referring to Food Inspection Decision No. 69, in which rather fervid comment is made on the alleged "unlawful usurpation of a function" not provided by the Food and Drugs Act of June 30, 1906. These comments are in substance the same as those made by Dr. Stearns at the recent meeting of the Association. We regret to see Dr. Hawley W. Wiley singled out for personal attack at every opportunity, as there are many who will misinterpret the intention of the critic and the position of the Association.

The Association is fortunate in having as one of its officers a man of Dr. Stearns' initiative, and though in many cases there may seem to be no time for concerted action or for meetings to be called, it might be wise to defer action on matters of importance till the wishes of the members were consulted. We refer particularly to the recent attempt of Dr. Stearns to secure an amendment to Regulation 40 of Circular No. 21 of the Department of Agriculture. Dr. Stearns wrote to President Roosevelt praying that all future regulations formulated by the Secretaries of Agriculture, Treasury, and Commerce and Labor, shall not become effective until one year after the date of publication. Dr. Stearns' letter was referred to Secretary Wilson, who replied that the regulations would not be altered arbitrarily, and that there is no desire to take "snap" judgment upon any manufacturer. This leaves the situation just about where it was before. Manufacturers of food and drug products are quite well impressed by this time that their interests will not be trampled on, and until there is some good reason to object it would be better to await developments.

Mr. W. J. Cummins, who recently purchased the Enterprise Soap Works, Nashville, Tenn., is renovating the place and preparing to operate it in full capacity. This is already one of the largest soap-making establishments in the South, and Mr. Cummins proposes to make it one of the largest in the entire country.

James W. Loveland, wife and children, early in June removed to a new home on Passaic Street, Hackensack, N. J., where Mr. Loveland is to fill a responsible executive position at the new plant of the Babbitt soap concern of New York City. For several years he has been employed by Lever Brothers, soap manufacturers in Cambridge, Mass.

Mr. E. H. Burr has lately returned from a pleasant and profitable trip abroad. He reports most of the crops very backward, though this does not necessarily mean that the crops will not be plentiful.



By Gustav Vogt.

The peculiar name and extremely high price suggest that here we have to deal with an especially valuable product. Oil Ylang-Ylang is, next to Attar of Rose and Oil Neroli, the highest priced of all volatile oils, selling for as much as \$75.00 a pound.

It is more proper to state that Oil Ylang-Ylang (also Alan-Giran), is an orchid oil, a volatile oil smelling something like a hyacinth, from Unona odoratissima of Manila, and is much used in perfumery. The orchid itself belongs to the monokotyledonic plant family. These put forth lasting shoots with single leaves, of many various shapes and colors, and beautiful blossems of some 2,000 varieties, half of which are found in tropical America and the rest in the Indian Archipelago. They are the costliest plants for hot houses. The chief market place for Ylang-Ylang is Sartorius. It is most notable that notwithstanding the constantly increasing consignments each year, the demand is supplied with difficulty. The condition is made more critical by the speculators of Manila buying up the blossoms or the oil. Efforts are being made to increase the production so as to meet all demands, but with no success as yet. Ylang-Ylang oil is encouragingly received by Parisian consumers, which is but natural when we consider that good perfume is a necessity to the Parisienne.

As the market of Sartorius cannot supply the entire demand, second qualities of this oil are offered, but they are not very salable, as they are not so good as the artificial oil Ylang-Ylang, which is far finer and more floral in perfume.

It is often mixed with Oil of Kananga or with this and the artificial.

The perfecting of artificial oil Ylang-Ylang has proved of great value to perfumers, making it possible for them to obtain this precious odor cheaply, whereas formerly it could be used only for high-priced extracts, and never for those to be sold at a moderate figure. As a result there are few formulae in which there is not some of either the artificial or the real oil Ylang-Ylang.

The best evidence of this general usage, and the exquisite results obtained therefrom, is found in this "Triple extract Ylang-Ylang": 10 g. Oil Ylang-Ylang, 2 drops of Attar of Rose, 8 drops of Neroli, 600 g. triple Jasmin extract, 150 g. Tincture tolu balsam, 30 g. Tincture Musk, 350 g. Alcohol 90%, all mixed together and filtered three days later. Another formula for the utilization of the fine odorous quality of Ylang-Ylang is the following: 300 g. powdered rose leaves, 300 g. powdered Reseda leaves, 50 g. powdered cinamon leaves, 50 g. powdered tonka beans, 50 g. powdered Vanilla beans, 50 g. powdered benzoin, 200 g. powdered Sandalwood, 4 g. Oil Ylang-Ylang, 2 g. heliotropine, 2 g. Oil Bergamot, 5 drops Attar Rose, 5 g. Tincture Musk.

A traveler, who was pursuing scientific studies in the rose-fields of Ghasipur in India, where some of the finest

Attar of Roses is produced, closes a lengthy report with the opinion that in costliness of odor naught compares with the Indian Attar of Roses save Oil Ylang-Ylang—i. e., the pure product of the fine Kananga of the Philippines and Java.

A specimen of the kananga tree growing some 15 to 20 metres high, produces a large number of rather large blossoms, but many of these produce a bright yellow, strong-smelling oil, soluble in 75% alcohol or in ether. From 10 kg. of blossoms 50 gr. of oil should be obtained. That this tree is assuming considerable importance for the Philippines is well proven by the fact that, though known only forty years ago, the export of Oil Ylang-Ylang is already assuming huge proportions. A large quantity goes to the United States and to France, but the question is, can the supply keep pace with the growing demand? Dried leaves of the Kananga tree come also from Samoa, and from these an oil of excellent odor is secured, but it is not at all comparable to the Ylang-Ylang oil from the Philippines.

According to the classification of the various floral odors into indoloid, aminoid, paraffinoid, benzoloid and terpenoid, the odor of the Ylang-Ylang blossom belongs to the benzoloid, coming as it does from the so-called aromatic bodies.

Odors belonging to the same group are that of the honeysuckle, lilac, reseda, jasmin, violet and other blossome out of which most perfumery is made.—Organ für den Oel- und Fetthandel.

### FOOT POWDER.

A formula for a powder to be used against offensive perspiration of the feet.

Druggists are familiar with the ordinary run of talcum and starch powders which contain either boric or salicylate acid as a preventive of fetor. If a really up-to-date and efficacious foot powder is desired some combination of the new peroxides or perborates must be used, as in the following suggestion of Dr. von Foregger:

Talcum,	finely	bolt	ed.	 	1b.	71/
Sodium	perbor	ate.		 	1b.	II
Zine per	oxide.			 	1b.	1

Rub sodium perborate and zinc peroxide to a fine powder and sift through a close meshed sieve. To the last portion add a little talcum to assist in reducing all to a very fine powder form. A little perfume may be added with advantage, and this should be rubbed up with some of the bolted talcum until dry enough to sift. The oftener the mixed powders are sifted the better the resulting product will be.—Am. Druggist.



### NOTE TO READERS.

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner U. S. Patent Office. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C.

official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations. The trade-marks illustrated are described under the heading "Trade-Marks Applied For," and are those for which registration has been allowed, but not yet issued. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C. All inquiries relating to patents, trade-marks, labels,

copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE-MARK DEPT., Perfumer Pub. Co., 100 William St. New York.

### PATENTS GRANTED.

12,654.—Charles Mettler, Munich, Germany.—Process for the Production of Aromatic Alcohols and their Derivatives. (This is a reissue; original No. 815,548, dated Mar. 20, 1906.)

Claim .- 1. The process of producing aromatic alcohols and their ethers, which consists in exposing the aromatic esters in a dissolving agent, capable of conducting the electric current in the cathode-space of an electrolytic apparatus in using for the cathode a material of a speciallyhigh cathodic tension, then neutralizing the cathode liquid,

then separating the reaction product and finally distilling, substantially as described.

2. The process of producing aromatic alcohols and the corresponding ethers by electrolytically reducing aromatic esters making use of a cathode with a large excess of ten-Sion.

The process of producing aromatic alcohols and the corresponding ethers by electrolytically reducing aromatic esters making use of a lead cathode.

855.088.—Arthur E. Boardman, Warrington, England.—COOLING FRAME FOR SOAP OR OTHER MATERIAL.

Claim.—5. In a cooling frame for liquid or semi-liquid soap a suitable base, sides and ends having flanges forming tapering sockets, the said flanges being adapted to interlock.

855,383.—Frans W. Brock, 'Tonic and Dandruff Preventive. Brock, Tombstone, Ariz.-HAIR

Claim.—I. A composition of matter to prevent dandruff and to stop falling out of the hair, consisting of extract of witchhazel, hydrate of chloral, cochineal, Florida water and alcohol, in substantially the described proportions.

2. A composition to prevent dandruff and stop falling out of the hair consisting of extract of witchhazel, hydrate of chloral, and a suitable diluent and vehicle, in substantially the described proportions.

stantially the described proportions.

3. A composition for preventing dandruff and stopping the falling out of the hair, containing extract of witch-hazel and hydrate of chloral in the proportions of ten ounces of the former and two drams of the latter.

### DESIGNS PATENTED.

38,579.—William H. Blood, Jr., Boston, Mass.—Collaps-le Tube. (Term of patent, 3½ years.) Claim.—The ornamental design for a collapsible tube, as

### LABELS REGISTERED.

13.551.—A. B. Bellman & Co., Chicago, Ill.—Title: "Weuztha B-L Hair Fluff." (For a preparation for improving and fluffing the hair.)
13.571.—Pasquale Aceto, Phila., Pa.—Title: "St. Philip Hair Tonic and Dandruff Cure."

13.572.—Catharine D. Schureman, Houston, Tex.—Title: "Madam De Savon's Ponce de Leon New Thought Toilet Articles.

13,582.-Mosco Mfg. Co., Union, N. J.-Title: "Vevo." (For massage cream.)

### TRADE-MARKS APPLIED FOR.

6,590.-David Brown & Sons, Ltd., Donaghmore, Ireland.—Soap. 13.091.—Wilhelm Anhalt, Colberg, Germany.—Hair

13.378.—Ruschhaupt Bros., Fresno, Calif.—Laundry Soap. 10,232.—A. & F. Pears, Lim'd, London, Eng.—Perfumed Soap.

17.473.—Chemische Werke Hansa, Hemelingen, near Bremen, Germany.-Soap.

18.491.—Kathairo Chem. Co., New York.—Detergent Cleaning and Polishing Preparations. 18,895.—Albert Westlake, New York.—Dentifrice in tab-

let form. 21.521.—Joseph L. Legein, Springfield, Mass.—Flavorings

for Candy, etc. 22,926.—Samuel Pollak, New York.—Hair Tonic. 21.-Loverin & Browne Co., Chicago, Ill.-A Wash-24.

ing Powder. 25,050.—F. Ad. Richter, Rudolstadt, Germany.-25,251.—William E. Lewis, Joplin, Mo.—Antiseptic Wash. 25.033.-John B. Bernbrock, Quincy, Ill.-Flavoring Ex-

tracts. 25.742:-Mary Little Paton, Long Beach, Calif.-Dry

Cleaning Compound for the Hair.

25.973.—Archibald P. Ridenour, Los Angeles, Calif.—A Tonic.

25,110.-Emily Merkert, New York.-Pastes for Whitening the Skin.

5,118.—California Fruit Syrup Co., Oakland, Calif.— Fruit Syrups.

25,129.-P. L. Cusacks, Limited, New Orleans, La.-A Toilet Cream.

25,174.—Benzorose Co., New York.—A Toilet Cream, Lotion, or Powder for the Skin and Complexion. 25,375.—Thos. Gill Soap Co., Inc., Brooklyn, N. Y.— Laundry, Toilet and Textile Soaps.

25,375.—On-Riah Co., Cincinnati, O.—A Depilatory. 25,415.—Joel F. Shipley, Boggy Depot, Ind. Ty.—Wash-

ing Powder. 25,564.-Henry C. Metzger, Meridian, Miss.-Flavoring

Syrup. 25.603.—The H. B. Claffin Co., New York.—Antiseptics

in the Form of Powders and Lotions. 25,794.—Everett S. Estlingen, Los Angeles, Calif.—Tooth

Powder.

25,852.—Josiah Boone Austin, San Diego, Calif.—Hair Tonics.

25,881-25,882.—The Hewitt Bros. Soap Co., Dayton, O.—

Toilet and Laundry Soap. 25,884.—Claude M. McAfee, New York.—Preparations, Mixtures or Compounds Used as Substitutes for Toilet Soans.

25,958.-Alfred Paul Gardiner, New York.-Tooth

26,959.—Ant. Himmelbauer & Co., Mährischostrau and Vienna, Austria.—Ceresine and Ozokerite. 25,980.—Barbut & Garro, Nice, France.—Olive Oil. 27,078.—Union Oil Co., Providence, R. I.—Cottonseed

27.172.-Independent Drug Co., New York.-Tonics for

the Scalp.
27,220.—The C. S. Morey Mercantile Co., Denver, Colo.—

27,225 .--Haas-Lieber Grocery Co., St. Louis, Mo.-Flavoring Extracts.

27,390.—Medicated Supplies Co., Peekskill, N. Y.—Toilet

BAY RUM AND COLOGNE CONSIDERED DRUGS BY THE NATIONAL AUTHORITIES.

The Department of Agriculture has ruled that bay rum is to be considered as a drug. We learn through recent correspondence with the Department that cologne is likewise considered as a drug. It has been stated that the Bureau of Internal Revenue had ruled that bay rum was a drug. With a view to gaining some information on this point, we addressed a note to Dr. C. A. Crampton, Chief Chemist of the Treasury Department, who replied as follows:

"I have your letter of the 4th instant, and in reply to your questions about bay rum, I would say that I do not know of any decision of this office, which would imply that bay rum 'should be considered as a drug, and in way be freed from the payment of the alcoholic tax.' On the contrary, I testified in New York yesterday on a case, upholding the right of this office to impose a tax on bay rum. The question of whether it is a drug or not did not enter the case, however, and I do not know how this question could get into an internal revenue case under existing law. It might, under the old war revenue tax, of course, and under that law it would have been taxed as a proprietary medicine, if medicinal merit were claimed for it. I know nothing about any rulings made concerning bay rum by the Department of Agriculture under the Pure Food and Drugs act.'

The above letter was laid before the Department of Agriculture together with an inquiry as to the mode of reasoning followed by the Department in classifying these two articles as drugs. It had been intimated that they were classified as drugs on the ground that their name appeared in the appendix to the National Formulary, but in view of the fact that the food inspection decision No. 59 specifically rules that the appendix to the National Formulary is not a part of that work under the act, it would not seem logical for the Department to use the fact that the name of the articles appeared in the appendix as a basis for a decision as to their status under the law. In reply to this representation, the Chief of the Bureau of Chemistry writes as follows:

"We do not see that there is any incompatibility between Decision No. 59 and the position taken in a former letter. Decision No. 59 simply permits the manufacturer to use any name recognized in the appendix of the National Formulary, but in so doing he is neither required to make the preparation according to the formula given nor to give on the label of the preparation its own standard strength, purity and quality. Such products are, however, subject to the Pure Food and Drugs act in every respect as are medicinal products in general.

"We have read with interest the copy of Dr. C. A. Crampton's letter addressed to you.

"The law governing the use of denaturized alcohol specifically forbids the employment of denaturized alcohol for the manufacture of liquid medicinal preparations. Whether or not a ruling has been made to the effect that bay rum, cologne water, etc., are medicinal preparations, the fact remains that denaturized alcohol cannot be used in the manufacture of such products. We shall continue to hold, until a decision has been rendered to the contrary, that bay rum, cologne water and similar preparations used either directly in the treatment of disease or as an adjunct in the treatment of disease are subject to the act."-Am. Druggist.

### IN THE TRADE.

Mr. George Lueders has just left for his usual European trip, desirous to see for himself exactly how matters are abroad. When he returns it will be with a complete stock of valuable information, and a line upon the products that are required by American consumers.

Mr. Wm. B. Robeson has departed for the other side to gather information and something more for his thriving concern.

As an experiment the Owosso Sugar Company will plant 100 acres of peppermint on its 10,000-acre farm near St. Charles, Mich. Farmers in this vicinity have been successful in the production of peppermint and the management of the sugar company believe that it may be a good crop to raise in large quantities.

Mr. W. B. Daniels, who has been located for several years at 242 Water St., New York, has removed to more commodious quarters at 252 Front St., where he will be in a position to meet the needs of all talcum powder manufacturers.

There is no better sticker for labels on tin than Tinnol, the adhesive manufactured by the Arabol Mfg. Co., 100 William St., New York, for this very purpose.

All possible drawbacks are eliminated; unsoiled and unimpaired, the label fastened by Tinnol will stick to its place until removed by sharpened tools.

The Eagle Soap Company, Cincinnati, O., has been incorporated with a capital stock of \$25,000. The company purchased the plant of the Sun Car Cleaning Company, Turrill Avenue, Cumminsville, and will make several additions both in the plant and machinery. The incorporators are: Theodore B. W. Zumstein, J. G. O'Callahan, Chester J. Huenefeld, Margaret Barrett and Susie Klienhans.

The American Stopper Co. has, since it commenced manufacturing decorated tin containers some seven years ago, been careful not to take on more business than they could efficiently handle, nor have they tried to branch out into side lines, which at best are more or less experimental. That is the reason why to-day they number among their customers many of the largest and best-known manufacturers of Dental Powder, Talcum Powder, Cocoa, Tobacco, Soap and Shoe Polish, whose orders amount to millions of boxes every month in the year. In order to keep this trade and be equipped to handle some more, they have lately completed an additional story to the main manufacturing building, giving an increase of floor space of over twelve thousand square feet. They have also completed a fireproof vault to hold in safe keeping the many special dies and engravings which it would take months and possibly years to replace should they be lost or damaged by fire. This insures their customers against any cessation of deliveries in the event of their main plant being destroyed by fire. That's the reason why the biggest users of tin boxes are not now afraid to put "all their eggs in their basket."

A deal is on foot to form a stock company for the purpose of purchasing the Melzer Brothers' Soap Factory, Evansville, Ind., and conducting the business under a capitalization of \$100,000. The plan is being engineered by J. W. Haley, a banker and broker of Cincinnati; and most of the capital will be subscribed by local people.

It is understood that Adolph Melzer has given an option on the business and if the deal is successful will retire permanently from the business. A number of wholesale grocers and jobbers in Evansville have agreed to take stock in the new company.

Mr. P. R. Dreyer left for Europe on the S. S. Noordam, June 12th. He expects to be gone some six weeks or more, visiting England, France, Switzerland and Germany, where he will form a number of new connections that cannot fail to prove of considerable interest to his many friends in the trade.

### NEW INCORPORATIONS.

Forest City Extract Co., Cleveland, O., \$10,000; by J. Edgar Bull and others.

DERMA ROSE Co., BUFFALO, N. Y., to manufacture perfumes, soap, tonics, etc.; capital, \$5,000. Incorporators: Barnett W. Harris, No. 35 Palace Arcade; Frank C. Garvin and Vera Garvin, The Porter, all of Buffalo, N. Y.

Thomas F. Coneon & Co., New York; to manufacture soap, candles, perfumes, etc.; capital, \$100,000. Incorporators: Thomas F. Condon, No. 220 Broadway; George Tumpson, No. 32 Liberty Street, both of New York; M. E. Condon, No. 1266 Hancock Street, Brooklyn.

THE DEMACURA CHEMICAL COMPANY, NEWARK, N. J.; soap and perfume manufacturers; capital stock, \$10,000; paid up, \$10,000. Incorporators: Walter R. MacAdams, Ernest Bucker and Thomas G. Schriver. Registered office, No. 22 Clinton Street.

THE FOREST CITY EXTRACT CO., CLEVELAND, O., \$10,000, was incorporated by J. E. Bull, George Scott, W. H. Mc-Juny, Plym C. Davis, D. K. Gilmore, S. D. Laferty, F. E. Futch and J. R. Ferguson.

THE EAGLE SOAP AND MANUFACTURING COMPANY, CINCINNATI, O.; T. B. W. Zumstein, J. G. O'Callaghan, Chester J. G. Huenefield, Margaret Barrett, Susie Kleinhans. Capital, \$25,000.

J. T. McGovern and H. B. Tibbetts, of Brooklyn, N. Y. are among the directors of the Soap Exchange of New York City, organized with the State Department with a capital of \$10,000.

Articles of association were filed in Manchester, N. H., by the Stearns, Roy Manufacturing Company. The company is organized for the purpose of manufacturing washing powder, washing fluid and soaps. The names on the papers of association were A. D. Laneville, W. M. Henry, F. J. Stearns, J. E. Charbonneau, Wilfrid Roy and J. L. Boivin. The first meeting of the company was held on the 22d of May.



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On account of the steady advance in price of Sandalwood Oil the trade will no doubt take interest in a reminder of the special facilities that Stafford, Allen & Sons, Ltd., London, England, have for furnishing their usual high-grade oil. We are told that all varieties of wood have risen in price, but on account of their long experience this concern is able to make a careful selection of only the finest, which accounts for the reputation for high quality that their oil enjoys. It is guaranteed to contain 92-95% of santalol.

### THE M. P. A. AND THE DRUG LAWS.

(Concluded from page 69.)

The following resolution was adopted:

Resolved, That, in view of the enactment of the New Pure Food Law of North Dakota (passed March 13, 1907), it is inexpedient to make direct shipment to points in North Dakota.

It we are in error in regard to this matter, or if there is a way in which we can comply with the law reasonably, we shall be very glad to be so advised, and if practical, will promptly advise our members.

(5) While it is true cur law is specific with regard to the facts being printed in black type upon a white background, nevertheless it is assumed that the spirit of the law is complied with when these facts are set forth clearly, without any attempt of evasion, and without regard to color or background.

In points where our State law differs from the national law, for the time being, a "sticker" will be deemed sufficient, providing the same is clearly printed and so attached as to be readily observed.

I see no good reason why your several houses should consider it necessary to withdraw from North Dakota, although that is a matter, of course, for your houses to decide, and new ones will, of course, naturally enter the field which you vacate.

Now with regard to the matter of jobbers, they are all familiar with the North Dakota law, and especially those of the Northwest, as, for instance, those of Fargo, St. Paul, Minneapolis, Chicago, etc., and would not ship into the State any product not in compliance with our law. I do not think, therefore, that you need fear any difficulties in this direction. I am very certain that they will have their goods labeled in compliance with the laws of this State.

Of course, you could not and would not be held responsible for goods in compliance with the national law and shipped into North Dakota by jobbers, which did not comply with the additional requirements of our State law. The retail dealer alone could, in such case, be held responsible.

### NEW COFFEE EXTRACT.

A dry extract of coffee, resembling cocoa and used in the same way, is the novel product of F. J. Reichert, a London chemist. A pound of raw coffee yields about  $2\frac{1}{2}$  ounces, and it is claimed that this will give several cupfuls more of fragrant beverage than is usually obtained from ground roasted coffee, the ordinary infusion being very wasteful. The extract is free from woody fibre and fat.

In a recent report on the import trade of China the British commercial attaché at Peking furnishes the following valuable information:

Soap will always command a ready market in China. I have traveled in many out-of-the-way places where it has never been heard of, much less seen, and where my cake of soap was looked upon with the greatest curiosity. On the other hand, I have seen the best French toilet soap displayed in a shop about 300 miles from the Tibetan border at the exorbitant price of about 75 cents a cake. Such soaps are treasured more than used. What is wanted in these remote places is a common scented colored soap at a reasonable price. There are, of course, substitutes for toilet and washing soaps in China, while the materials for its manufacture are abundant.

### FOREIGN CORRESPONDENCE.

### FRANCE.

Cannes (A. M.).—The chief topic of conversation here is the Orange-flower situation. The papers are filled with correspondence from the growers and the manufacturers alike. The growers hold that they were compelled to combine because the manufacturers would not pay fair prices; the manufacturers complain that the exorbitant prices asked by the growers compels perfumers to discard true Neroli Oil and use the artificial or poor substitutes, and that they are cutting the ground from under their own feet.

The editors of the papers, especially of the Revue de Grasse, are trying in every way to smooth over matters, and obtain concessions from both sides. The result is awaited with considerable interest, for prospects are for a fair crop, and with peaceful intentions on both sides it should prove mutually profitable.

### BULGARIA.

KAZANLIK.—The season for the rose crop opened most inauspiciously, with a prolonged drought. Fortunately, the rains came a little later, but not soon enough for the average crop to be produced. At present it looks as if the average is reduced about 30%, so prices for good Attar will be high during the next year.

### HOLLAND.

Amsterdam.—The price of Carraway seed is high for new crop and spot, and the yield of oil is very low, so the worst is to be expected. It seems as if the new crop will be short, so the wise consumer is making contracts promptly.

The demand for good Oil Sandal continues strong, and the supply is very limited. Prices are constantly advancing.

### JUNE MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.



The general situation in the Essential Oil market may be characterized by the single word—easier. This is true of almost every item in the list. The market is well supplied, and as a consequence foreign prices are largely ignored.

Ignored.

This is especially true of the Messina Oils, although shipments of Oil Bergamot are very very small. The commercial quality of the oil, 35% ester, is selling in limited quantities at \$3.25 to \$3.30. Oil Lemon may be bought in New York at a lower price than in Messina. Oil Orange is lower. In fact it is suggested, we do not know with how much warrant, that the Syndicates will not be able to keep prices up next year. The manufacturers will rejoice if this prove true.

The universal tardiness of the crops all over Europe makes it impossible to give accurate figures as to results so far. On some sides much higher prices are expected for Otto Rose, while others doubt the reports. It looks as if the Orange flower products would be somewhat lower, which is sincerely to be hoped, otherwise substitutes and synthetics will be used still more.

### BEANS.

Contrary to expectations, the demand for Beans has not fallen off as is usual at this time of year. It is suggested that the Pure Food Laws have compelled some manufacturers of extracts to "re-manufacture" their product to be

\$2 to Gingororage

nor lh

Almond Bitter

up to the standard. No matter what the cause, the fact remains that beans are high and going higher. The prices for Mexican cuts in Mexico are unparalleled. It does not appear probable that any marked decline is to take place very soon.

### SOAP MATERIALS.

The market is as firm as ever, the demand for export contributing largely to this condition. The scarceness of cottonseed oil is also another important factor, which has much to do with the high prices of all products in which the soap-maker is interested. Every one continues to buy carefully and as little as possible, hoping, though vainly, for a decline, no matter how small. The general stiffness of all products is well reflected in these quotations:

### Quotations are:

Quotations are.
Tallow, city, .06½ (hhds.); country, .06¾06¾. Grease, brown, .05½; yellow, .06. Cotton Seed Oil, crude, tanks .42; summer, yellow,
prime, .56.
Cocoanut Oil, Cochin, .1014; Ceylon, .0956.
Olive Oil, green, .80; yellow, 1.00.
Olive Oil Foots, prime, .06¾; good quality, .06¼.
Palm Oil, Lagos, .0714. red prime .07.
Chemicals, borax, .08; caustic soda, 80 p. c. basis of
60%, \$1.95.

Rosin, 1st run, .27; 2d run, .29; 3d run, .31; 4th run, .33.

ST AF Spruce

Almond, Bitterper lb	\$3.50	Gingergrass	\$1.45	Spruce \$0.80
" F. F. P. A	4.50	Hemlock	.90	Tansy 4.00
" Artificial	.75	Juniper Berries, twice rect	1.30	Thyme, red, French 1.10
" Sweet, True	.63	Kananga, Java	4.00	" white, French 1.30
" Peach-kernel	-33	Lavender, English	7.00	Vetivert, Bourbon 8.50
Amber, Crude	.14	" Cultivated	3.50	" Indian 43.00
Rectified	.29	Fleurs, 28-30%	3.25	Wintergreen, artificial40
Anise	1.35	Lemon	1.70	Wormwood 3.25
Aspic (Spike)	1.30	Lemongrass	1.50	Ylang Ylang 70.00
Bay, Porto Rico	3.60	Limes, expressed	1.65	, , , , , , , , , , , , , , , , , , , ,
Bay	2.50	" distilled	.75	BEANS.
Bergamot, 37-38%	3.50	Linaloe	2.50	BEANS.
Bergamot, 35%	3.30	Mace, distilled	.90	Tonka Beans, Angostura65
Birch (Sweet)	2.25	Mustard, natural	4.50	Surinam
Bois de Rose, Femelle	4.50	artificial	2.00	Para
Cade	.25	Myrbane, rect	.12	Vanilla Beans, Mexican\$4.00-7.00
Cajeput	.60		100.00	" Cut 3.75-4.00
Camphor	.25	" artificial	16.00	" Bourbon 2.75-3.50
Caraway Seed	1.25	Nutmeg	.95	" Tahiti 1.00-1.50
Cardamom	24.00	Orange, bitter	2.30	
Cassia, 75-80%	1.50	Orange, sweet	2.30	SUNDRIES.
Cedar, Leaf	.60	Origanum	.50	
" Wood	.32	Orris Root, concrete(oz.)	4.50	Ambergris, black (oz.) \$20.00
Cinnamon, Ceylon	8.00	Patchouly	5.50	" gray " 35.00
Citronella	-45	Pennyroyal	4.50	Civet, horns " 1.75
Cloves	1.20	Peppermint, W. C	1.80	Cumarin 3.00-3.25
Copaiba	1.60	Petit Grain, American	5.00	Heliotropine \$1.75-1.80
Coriander	14.50	" French		Musk, Cab., pods(oz.) 6.50
Croton	.85	Pimento	2.25	" grain " 14.00
Cubebs	1.15	Rose(oz.)	4.65	" Tonquin, pods " 16.00
Eucalyptus, Australian, 70%	.70	Rosemary, French	1.10	" grain " 21.00
Fennel, Sweet	1.25	" Trieste	.50	" Artificial, per lb 2.75
" Bitter	.75	Sandalwood, East India	3.35	Orris Root, Florentine, whole13
Geranium, African	4.25	Sassafras, artificial	.50	Orris Root, powdered and
" Bourbon	3.50	" natural	-75	granulated
" French	11.00	Safrol	.60	Talc Italian
" Turkish	2.50	Savin	1.40	Terpineol
Ginger	5.00	Spearmint	2.75	Vanillin

# LANOLIN

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"BRITISH"

"There is a reason" why some of the largest toilet soapmakers use our Lanolin, and why it enters into the composition of some of the finest toilet creams Adeps Lanae U. S. P. on the market. If you are not using Lanolin now let us show you how you can use it to advantage.

You will be surprised at the comparison with so-called "cheaper" varieties.

Special Price in Bulk according to Quantity

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Send me samples of what you are using, state quantity, and I'll quote prices.

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We are now prepared to quote prices on the following artificial essential oils of Violet:

Irisolette, Ottima 100%

- " Pure 100%
- Savon
- " Special

This should be of decided interest to all perfumers and soap makers who have been paying high prices for products of this nature.

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PIERRE SICARD. CANNES

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A descriptive booklet will be sent on application

SOLE IMPORTER.

Metzger Chemical Company

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When in want of Tonka Beans (whole or ground), Crude Coumarin, Vanilla Beans, Oil Sesame, Russia White Oil, Licorice in any form, Turkish Prunes, &c., write Chas. W. Jacob & Allison, Importers, 18 Cedar Street, New York.

Wanted.—Second-hand Press, knuckle-joint, Boomer & Boschert No. 1 preferred. Address Press, care this journal.

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Use expert aid in preparing circular letters, booklets and advertisements; special campaigns planned and carried out for perfumers, soap manufacturers, flavoring extract makers; you want results; results are guaranteed. D. I. M., care American Perfumer and Essential Oil Review, 220 Broadway, N. Y.

Manufacturer of popular American Bath Powder desires to secure Japanese agent in touch with toilet goods trade. Address, with reference, Cleanliness, care of American Perfumer.

Interest in an established flavoring extract business for sale. A good man qualified to manage the business can acquire a substantial interest for from \$10,000 to \$25,000. Address P. O. Box 1809, New York.

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Responsible chemist—long experience in manufacturing complete line of Extracts, Perfumes and Toilet Articles. F. A., care American Perfumer and Essential Oil Review, No. 220 B'way, New York City.

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